

Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 04089 040737Z

11

ACTION NEA-09

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TO USDOC WASHDC
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E.O. 11652: N/A

TAGS: BTIO

SUBJECT: INVESTMENT OPPORTUNITY: JOINT VENTURE
FOR MANUFACTURE OF OPTICAL FRAMES

1. MR. M.A. RASHTI, A SENATOR IN THE IRANIAN PARLIAMENT AND ASSOCIATED WITH THE IRANIAN FIRM OPHTALCO, HAS APPROACHED THE EMBASSY SEEKING ASSISTANCE IN LOCATING A QUALIFIED AMERICAN FIRM TO JOIN WITH THE IRANIAN FIRM IN THE MANUFACTURE OF OPTICAL FRAMES. THE FRAMES COULD BE OF EITHER PLASTIC OR METAL CONSTRUCTION, OR BOTH. MR. RASHTI SAYS THAT OPHTALCO ALREADY OWNS A FACTORY IN YAZD NOW ENGAGED IN THE MANUFACTURE OF SUNGLASS FRAMES. APPROXIMATELY ONE MILLION DOLLARS WILL BE REQUIRED TO ESTABLISH AN OPTICAL SECTION IN THE FACTORY. THE EXTENT OF THE PARTICIPATION OF THE AMERICAN FIRM IS OPEN FOR NEGOTIATION. OPHTALCO IS PRIMARILY INTERESTED IN AN AMERICAN FIRM THAT CAN BRING WITH IT THE REQUISITE TECHNOLOGY. HE NOTED THAT THE USSR IMPORTS A LARGE QUANTITY OF OPTICAL FRAMES FROM EUROPEAN COUNTRIES AND IRANIAN PARTICIPATION IN THE SOVIET MARKET ENHANCES THE PROFITABILITY OF THE PROJECT.

2. INTERESTED AMERICAN FIRMS SHOULD COMMUNICATE DIRECTLY WITH: M.A. RASHTI, OPHTALCO, 92 ABAN AVENUE, TEHRAN, IRAN, CABLE ADDRESS: OPHTALIRAN

3. THE EMBASSY WOULD APPRECIATE LEARNING OF ANY FAVORABLE REACTIONS FROM AMERICAN FIRMS TO THIS
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INVESTMENT OPPORTUNITY.

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